

Pricing card: Managed security services

1. AI-Enabled SOC Analyst Service

Subscription	Unit	Unit price per annum
Charlotte AI	**Per end point**	**£20.80**

Support Level	Comments
Express	15.6% of the total annual software subscription cost, with a maximum annual cost of £15,600. Intended for organisations with fewer than 2,500 employees.
Essential	15.6% of the total annual software subscription cost, with a minimum annual cost of £15,600. Intended for organisations with more than 2,500 employees.
Elite	32.5% of the total annual software subscription cost, with a minimum annual cost of £156,000. Intended for organisations requiring a high level of customer support and includes a Technical Account Manager (TAM).

The following assumptions have been made in relation to the above pricing:

- The pricing above is based upon a 2-year term with an order of 50 endpoints
- Volume pricing discounts are available upon the customer's specific requirements and subject to full scoping. The level of discount available varies according to customer requirements
- The pricing above is based upon a 7-day retention period – customers should contact CrowdStrike if they have an alternative retention requirement
- CrowdStrike will transact in USD $
- Please note all pricing shown is list price, and subject to further discounts via authorised resellers of CrowdStrike

2. Cloud Security (Unified Cloud Security Platform)

Service Name	Unit	Unit Price Per Annum
Falcon Cloud Security Reserved – Flex	Per Virtual Machine	**£182**
Falcon Cloud Security with Containers Reserved – Flex	Per Pod / Container	**£462**
Falcon for Managed Containers Reserved – Flex	Per Pod / Container	**£64**
Falcon Cloud Security On Demand*	On-Demand (1000 hours)	**£29**
Falcon Cloud Security with Containers On Demand*	On-Demand (1000 hours)	**£69**
Falcon for Managed Containers On Demand*	On-Demand (1000 hours)	**£13**

Support Level	Comments
Express	15.6% of the total annual software subscription cost, with a maximum annual cost of £15,600. Intended for organisations with fewer than 2,500 employees.
Essential	15.6% of the total annual software subscription cost, with a minimum annual cost of £15,600. Intended for organisations with more than 2,500 employees.
Elite	32.5% of the total annual cost, with a minimum annual cost of £156,000. For organisations requiring a high level of custom support, including a Technical Account Manager (TAM).

The following assumptions have been made in relation to the above pricing:

- The pricing above is based upon a 2-year term with an order of 50 Pods/Containers/Virtual Machines, or 1,000 hours for on-demand.
- *On-demand pricing starts at 1,000 hours and is only sold in buckets of 1,000.
- Volume pricing discounts are available depending upon the customer's specific requirements and subject to full scoping. The level of discount available varies according to customer requirements.
- The pricing above is based upon a 7-day retention period – customers should contact CrowdStrike if they have an alternative retention requirement.
- CrowdStrike will transact in USD $.

3. Data Protection Service

Service Name	Unit	Unit Price Per Annum
Falcon Data Protection for Endpoint	Per Endpoint	**£58.50**

Service Name	Comments
Express	15.6% of the total annual software subscription cost, with maximum annual cost of £15,600. Intended for organisations with less than 2,500 employees.
Essential	15.6% of the total annual software subscription cost, with minimum annual cost of £15,600. Intended for organisations with more than 2,500 employees.
Elite	32.5% of the total annual cost, with a minimum annual cost of £156,000. For organisations requiring a high level of custom support, includes a Technical Account Manager (TAM).

The following assumptions have been made in relation to the above pricing:

- The pricing above is based upon a 2-year term with an order of 50 endpoints.
- Volume pricing discounts are available depending upon the customer's specific requirements and subject to full scoping. The level of discount available varies according to customer requirements.
- The pricing above is based upon a 7-day retention period – customers should contact CrowdStrike if they have an alternative retention requirement.
- CrowdStrike will transact in USD $.
- Please note all pricing shows list price, and is subject to further discounts

4. Endpoint Detection and Protection Service

Service Name	Unit	Unit Price Per Annum
Falcon Endpoint Protection **Pro Bundle**	Per Endpoint	**£119.60**
Falcon Endpoint Protection **Enterprise Bundle**	Per Endpoint	**£208.00**
Falcon Endpoint Protection **Elite Bundle**	Per Endpoint	**£224.90**

Service Name	Comments
Express	**15.6%** of the total annual software subscription cost, with a **maximum annual cost of £15,600**. Intended for organisations with less than 2,500 employees.
Essential	**15.6%** of the total annual software subscription cost, with a **minimum annual cost of £15,600**. Intended for organisations with more than 2,500 employees.
Elite	**32.5%** of the total annual cost, with a **minimum annual cost of £156,000**. For organisations requiring a high level of custom support, includes a Technical Account Manager (TAM).

The following assumptions have been made in relation to the above pricing:

- The pricing above is based upon a 2-year term with an order of 50 endpoints.
- Pro bundles include Falcon Prevent, Control and Response, Firewall Management, Device Control and Intelligence. Enterprise bundles include Pro bundle plus Falcon Insight XDR and Overwatch. Elite bundles include Enterprise bundle plus Falcon Discover.
- Volume pricing discounts are available depending upon the customer's specific requirements and subject to full scoping. The level of discount available varies according to customer requirements.
- The pricing above is based upon a 7-day retention period – customers should contact CrowdStrike if they have an alternative retention requirement.
- CrowdStrike will transact in USD $.
- Please note all pricing shown is list price and subject to further discount

5. Exposure Management Service

Service Name	Unit	Unit Price Per Annum
Falcon Exposure Management	Per Endpoint	**£84.50**

Service Name	Comments
Express	**15.6%** of the total annual software subscription cost, with a **maximum annual cost of £15,600**. Intended for organisations with less than 2,500 employees.
Essential	**15.6%** of the total annual software subscription cost, with a **minimum annual cost of £15,600**. Intended for organisations with more than 2,500 employees.
Elite	**32.5%** of the total annual cost, with a **minimum annual cost of £156,000**. For organisations requiring a high level of custom support, includes a Technical Account Manager (TAM).

The following assumptions have been made in relation to the above pricing:

- The pricing above is based upon a 2-year term with an order of 50 endpoints
- Volume pricing discounts are available depending upon the customer's specific requirements and subject to full scoping. The level of discount available varies according to customer requirements
- The pricing above is based upon a 7-day retention period – customers should contact CrowdStrike if they have an alternative retention requirement
- CrowdStrike will transact in USD $

6. Identity Security Service

Service Name	Unit	Unit Price Per Annum
Falcon Identity Threat Protection	Per Active Account	**£61.10**
Falcon Identity Threat Detection	Per Active Account	**£24.70**

Service Name	Comments
Express	**15.6%** of the total annual software subscription cost, with a maximum annual cost of **£15,600** Intended for organisations with less than 2,500 employees
Essential	**15.6%** of the total annual software subscription cost, with a minimum annual cost of **£15,600** Intended for organisations with more than 2,500 employees
Elite	**32.5%** of the total annual cost, with a minimum annual cost of **£156,000** For organisations requiring a high level of custom support, includes a Technical Account Manager (TAM)

The following assumptions have been made in relation to the above pricing:

- The pricing above is based upon a 2-year term with an order of 50 active accounts.
- Pricing excludes any support or training costs.
- Volume pricing discounts are available depending upon the customer's specific requirements and subject to full scoping. The level of discount available varies according to customer requirements.
- The pricing above is based upon a 7-day retention period – customers should contact CrowdStrike if they have an alternative retention requirement.
- CrowdStrike will transact in USD $.
- Please note all pricing shown is list price, and subject to further discounts

7. IT Automation and Operations Orchestration Service

Service Name	Unit	Unit Price Per Annum
Falcon For IT	Per Endpoint	**£65**

Service Name	Comments
Express	**15.6%** of the total annual software subscription cost, with a **maximum annual cost of £15,600** Intended for organisations with less than 2,500 employees
Essential	**15.6%** of the total annual software subscription cost, with a **minimum annual cost of £15,600** Intended for organisations with more than 2,500 employees
Elite	**32.5%** of the total annual cost, with a **minimum annual cost of £156,000** For organisations requiring a high level of custom support, includes a Technical Account Manager (TAM)

The following assumptions have been made in relation to the above pricing:

- The pricing above is based upon a 2-year term with an order of 50 endpoints.
- Volume pricing discounts are available depending upon the customer's specific requirements and subject to full scoping. The level of discount available varies according to customer requirements.
- The pricing above is based upon a 7-day retention period – customers should contact CrowdStrike if they have an alternative retention requirement.
- CrowdStrike will transact in USD $.
- Please note all pricing shown is list price, and subject to further discounts

8. Managed Detection and Response (MDR)

Service Name	Unit	Unit Price Per Annum
Falcon Complete Next-Gen MDR	Endpoint Count / Search Retention	**£312**
Falcon Cloud & Container Security Complete Upgrade	Per Node	**£477.10**
Falcon Cloud Security Complete Upgrade	Per VM	**£188.50**
Falcon for Managed Container Reserved Complete Upgrade	Per Pod / Per Container	**£98.80**
Falcon Complete NG-SIEM Upgrade	GB / Day for 3rd Party Data	**£2,470**

Service Name	Comments
Express	15.6% of the total annual software subscription cost, with maximum annual cost of **£15,600**. Intended for organisations with less than 2,500 employees.
Essential	15.6% of the total annual software subscription cost, with minimum annual cost of **£15,600**. Intended for organisations with more than 2,500 employees.
Elite	32.5% of the total annual software subscription cost, with a minimum annual cost of **£156,000**. For organisations requiring a high level of custom support, includes a Technical Account Manager (TAM).

The following assumptions have been made in relation to the above pricing:\

- The pricing above is based upon a 2-year term with an order of 50 endpoints, except Endpoint Protection and Cloud with a minimum order of 299.
- Volume pricing discounts are available depending upon the customer's specific requirements and subject to full scoping. The level of discount available varies according to customer requirements.
- Cloud & NG-SIEM SKUs require Cloud and NG-SIEM subscriptions.
- The pricing above is based upon a 7-day retention period (unless otherwise stated) – customers should contact CrowdStrike if they have an alternative retention requirement.
- Commercials provided for NG SIEM represent lowest commit GB/Day & Highest Retention.
- CrowdStrike will transact in USD $.
- Please note all pricing shown is list price, and subject to further discounts

9. Service Next-Generation SIEM (Cloud-Delivered)

Service Name	Unit	Unit Price Per Annum
Falcon Next-Gen SIEM 60 Months Data Retention (qty = GB)	Per GB / Day	**£1,257.10**
Falcon Search Retention – 180 day retention	Endpoint Count / Search Retention	**£48.10**

Service Name	Comments
Express	**15.6%** of the total annual software subscription cost, with a maximum annual cost of **£15,600**. Intended for organisations with less than 2,500 employees
Essential	**15.6%** of the total annual software subscription cost, with a **minimum annual cost of £15,600**. Intended for organisations with more than 2,500 employees
Elite	**32.5%** of the total annual cost, with a **minimum annual cost of £156,000**. For organisations requiring a high level of custom support, includes a Technical Account Manager (TAM)

The following assumptions have been made in relation to the above pricing:

- The pricing above is based upon a 2-year term.
- Volume pricing discounts are available depending upon the customer's specific requirements and subject to full scoping. The level of discount available varies according to customer requirements.
- Commercials provided for NG SIEM represent lowest commit GB/Day and highest retention.
- CrowdStrike will transact in USD $.
- Please note all pricing shown is list price, and subject to further discounts

10. SaaS Security Posture Management Service

Service Name	Unit	Unit Price Per Annum
Falcon Shield	Per Cloud User	**£202**

Service Name	Comments
Express	**15.6%** of the total annual software subscription cost, with a **maximum annual cost of £15,600** Intended for organisations with less than 2,500 employees
Essential	**15.6%** of the total annual software subscription cost, with a **minimum annual cost of £15,600** Intended for organisations with more than 2,500 employees
Elite	**32.5%** of the total annual cost, with a **minimum annual cost of £156,000** For organisations requiring a high level of custom support, includes a Technical Account Manager (TAM)

The following assumptions have been made in relation to the above pricing:

- The pricing above is based upon a 2-year term with an order of 50 cloud users.
- Falcon® Shield is licensed by the number of cloud users, which is calculated by counting the largest number of users in any customer cloud directory.
- Volume pricing discounts are available depending upon the customer's specific requirements and subject to full scoping. The level of discount available varies according to customer requirements.
- The pricing above is based upon a 7-day retention period – customers should contact CrowdStrike if they have an alternative retention requirement.
- CrowdStrike will transact in USD $.
- Please note all pricing shown is list price, and subject to further discounts

11. Threat Intelligence and Proactive Threat Hunting Service

Service Name	Unit	Unit Price Per Annum
Falcon Adversary Intelligence	Per Endpoint	**£57.20**
Falcon Adversary Intelligence Premium	Per Endpoint	**£76.70**
Falcon Adversary Intelligence Recon	Per Endpoint	Upon Request
Falcon Counter Adversary Operations Elite	Per Endpoint	Upon Request

Service Name	Comments
Express	12% of the total annual software subscription cost, with a maximum annual cost of £12,000. Intended for organisations with less than 2,500 employees.
Essential	12% of the total annual software subscription cost, with a minimum annual cost of £12,000. Intended for organisations with more than 2,500 employees.
Elite	25% of the total annual cost, with a minimum annual cost of £120,000. For organisations requiring a high level of custom support, includes a Technical Account Manager (TAM).

The following assumptions have been made in relation to the above pricing:

- The pricing above is based upon a 2-year term with an order of 50 endpoints
- Volume pricing discounts are available depending upon the customer's specific requirements and subject to full scoping. The level of discount available varies according to customer requirements
- The pricing above is based upon a 7-day retention period – customers should contact CrowdStrike if they have an alternative retention requirement
- CrowdStrike will transact in USD $
- Please note all pricing shown is list price, and subject to further discounts

12. XIoT Security Service

Service Name	Unit	Unit Price Per Annum
Falcon Discover for IoT	Per Endpoint	**£49.40**
Falcon Insight for IoT	Per Endpoint	**£128.70**

Service Name	Comments
Express	**15.6%** of the total annual software subscription cost, with a maximum annual cost of **£15,600** Intended for organisations with less than 2,500 employees
Essential	**15.6%** of the total annual software subscription cost, with a minimum annual cost of **£15,600** Intended for organisations with more than 2,500 employees
Elite	**32.5%** of the total annual cost, with a minimum annual cost of **£156,000** For organisations requiring a high level of custom support, includes a Technical Account Manager (TAM

The following assumptions have been made in relation to the above pricing:

- The pricing above is based upon a 2-year term with an order of 50 endpoints.
- Volume pricing discounts are available depending upon the customer's specific requirements and subject to full scoping. The level of discount available varies according to customer requirements.
- The pricing above is based upon a 7-day retention period – customers should contact CrowdStrike if they have an alternative retention requirement.
- CrowdStrike will transact in USD $.
- Please note all pricing shown is list price, and subject to further discounts

Skills For the Information Age (SFIA) Definitions and rate card

Standard rate card

	Strategy and architecture	Change and transformation	Development and implementation	Delivery and operation	People and skills	Relationships and engagement
1. Follow	£936.00	£936.00	£936.00	£936.00	£936.00	£936.00
2. Assist	£1,089.00	£1,089.00	£1,089.00	£1,089.00	£1,089.00	£1,089.00
3. Apply	£1,129.80	£1,129.80	£1,129.80	£1,129.80	£1,129.80	£1,129.80
4. Enable	£1,191.00	£1,191.00	£1,191.00	£1,191.00	£1,191.00	£1,191.00
5. Ensure, advise	£1,313.40	£1,313.40	£1,313.40	£1,313.40	£1,313.40	£1,313.40
6. Initiate, influence	£1,497.00	£1,497.00	£1,497.00	£1,497.00	£1,497.00	£1,497.00
7. Set strategy, inspire, mobilise	£1,650.00	£1,650.00	£1,650.00	£1,650.00	£1,650.00	£1,650.00

Standards for consultancy day rate cards

- **Consultant's working day:** 8 hours exclusive of travel and lunch
- **Working week:** Monday to Friday excluding national holidays
- **Office hours:** 9:00am to 5:00pm Monday to Friday
- **Travel, mileage subsistence**: Included in day rate within M25. Payable at department's standard travel and subsistence rates outside M25
- **Mileage:** As for travel, mileage subsistence
- **Professional indemnity insurance:** included in day rate

Level definitions

	Autonomy	Influence	Complexity	Business skills	Knowledge
1. **Follow**	Works under close direction. Uses little discretion in attending to enquiries. Is expected to seek guidance in unexpected situations.	Minimal Influence. May work alone or interact with immediate colleagues.	Performs routine activities in a structured environment. Requires assistance in resolving unexpected problems. Participates in the generation of new ideas.	• Has sufficient oral and written communication skills for effective engagement with immediate colleagues. • Uses basic systems and tools, applications and processes. • Demonstrates an organised approach to work. Has basic digital skills to learn and use applications and tools for their role. • Learning and professional development — contributes to identifying own development opportunities. • Security, privacy and ethics — understands and complies with organisational standards.	Has a basic generic knowledge appropriate to area of work. Applies newly acquired knowledge to develop new skills.
2. **Assist**	Works under routine direction. Uses limited discretion in resolving issues or enquiries. Determines when to	Interacts with and may influence immediate colleagues. May have some external contact with	Performs a range of work activities in varied environments. May contribute to routine issue resolution. May apply	• Has sufficient oral and written communication skills for effective engagement with colleagues and internal users/ customers. • Understands and uses	Has gained a basic domain knowledge. Demonstrates application of essential generic knowledge typically

	Autonomy	Influence	Complexity	Business skills	Knowledge
	seek guidance in unexpected situations. Plans own work within short time horizons.	customers, suppliers and partners. Aware of need to collaborate with team and represent users/customer needs..	creative thinking or suggest new ways to approach a task.	appropriate methods, tools, applications and processes. • Demonstrates a rational and organised approach to work. • Has sufficient digital skills for their role. • Learning and professional development — identifies and negotiates own development opportunities. • Security, privacy and ethics — is fully aware of organisational standards. Uses appropriate working practices in own work.	found in industry bodies of knowledge. Absorbs new information when it is presented systematically and applies it effectively
3. **Apply**	Works under general direction. Receives specific direction, accepts guidance and has work reviewed at agreed milestones. Uses discretion in identifying and responding to complex issues related to own assignments. Determines when	Interacts with and influences colleagues. May oversee others or make decisions which impact routine work assigned to individuals or stages of projects. Has working level contact with customers, suppliers and partners.	Performs a range of work, sometimes complex and nonroutine, in a variety of environments. Applies a methodical approach to routine and moderately complex issue definition and resolution. Applies and contributes to creative thinking or	• Demonstrates effective oral and written communication skills when engaging on issues with colleagues, users/ customers, suppliers and partners. • Understands and effectively applies appropriate methods, tools, applications and processes. • Demonstrates judgement and a systematic approach to work.	Has sound generic, domain and specialist knowledge necessary to perform effectively in the organisation typically gained from recognised bodies of knowledge and organisational information. Has an appreciation of the wider business context. Demonstrates

	Autonomy	Influence	Complexity	Business skills	Knowledge
	issues should be escalated to a higher level. Plans and monitors own work (and that of others where applicable) competently within limited deadlines.	Understands and collaborates on the analysis of user/customer needs and represents this in their work. Contributes fully to the work of teams by appreciating how own role relates to other roles.	finds new ways to complete tasks.	• Effectively applies digital skills and explores these capabilities for their role. • Learning and professional development — takes the initiative to develop own knowledge and skills by identifying and negotiating appropriate development opportunities. • Security, privacy and ethics — demonstrates appropriate working practices and knowledge in non-routine work. Appreciates how own role and others support appropriate working practices.	effective application and the ability to impart knowledge found in industry bodies of knowledge. Absorbs new information and applies it effectively
4. **Enable**	Works under general direction within a clear framework of accountability. Exercises substantial personal responsibility and autonomy. Uses substantial discretion in identifying and responding to	Influences customers, suppliers and partners at account level. Makes decisions which influence the success of projects and team objectives. May have some responsibility for the work of others and for the allocation of	Work includes a broad range of complex technical or professional activities, in a variety of contexts. Investigates, defines and resolves complex issues. Applies, facilitates and develops creative thinking concepts or finds innovative ways	• Communicates fluently, orally and in writing, and can present complex information to both technical and non-technical audiences when engaging with colleagues, users/customers, suppliers and partners. • Selects appropriately from, and assesses the impact of change to	Has a thorough understanding of recognised generic industry bodies of knowledge and specialist bodies of knowledge as necessary. Has gained a thorough knowledge of the domain of the organisation. Is able to apply the

	Autonomy	Influence	Complexity	Business skills	Knowledge
	complex issues and assignments as they relate to the deliverable/scope of work. Escalates when issues fall outside their framework of accountability. Plans, schedules and monitors work to meet given objectives and processes to time and quality targets.	resources. Engages with and contributes to the work of cross-functional teams to ensure that customers and user needs are being met throughout the deliverable/scope of work. Facilitates collaboration between stakeholders who share common objectives. Participates in external activities related to own specialism.	to approach a deliverable	applicable standards, methods, tools, applications and processes relevant to own specialism. • Demonstrates an awareness of risk and takes an analytical approach to work • Maximises the capabilities of applications for their role and evaluates and supports the use of new technologies and digital tools. • Contributes specialist expertise to requirements definition in support of proposals. • Shares knowledge and experience in own specialism to help others. • Learning and professional development — maintains an awareness of developing practices and their application and takes responsibility for driving own development. Takes the initiative in identifying and	knowledge effectively in unfamiliar situations and actively maintains own knowledge and shares with others. Rapidly absorbs and critically assesses new information and applies it effectively

	Autonomy	Influence	Complexity	Business skills	Knowledge
				negotiating their own and supporting team members' appropriate development opportunities. Contributes to the development of others. • Security, privacy and ethics — fully understands the importance and application to own work and the operation of the organisation. Engages or works with specialists as necessary	
5. **Ensure, advise**	Works under broad direction. Work is often self-initiated. Is fully responsible for meeting allocated technical and/or group objectives. Analyses, designs, plans, executes and evaluates work to time, cost and quality targets. Establishes milestones and has a	Influences organisation, customers, suppliers, partners and peers on the contribution of own specialism. Makes decisions which impact the success of assigned work, i.e. results, deadlines and budget. Has significant influence over the allocation and management of	Implements and executes policies aligned to strategic plans. Performs an extensive range and variety of complex technical and/or professional work activities. Undertakes work which requires the application of fundamental principles in a wide and often unpredictable range	• Demonstrates leadership in operational management. • Analyses requirements and advises on scope and options for continual operational improvement. • Assesses and evaluates risk. • Takes all requirements into account when making proposals. • Shares own knowledge and experience and encourages learning and growth.	Is fully familiar with recognised industry bodies of knowledge both generic and specific, and knowledge of the business, suppliers, partners, competitors and clients. Develops a wider breadth of knowledge across the industry or business. Applies knowledge to help to define the

	Autonomy	Influence	Complexity	Business skills	Knowledge
	significant role in the assignment of tasks and/or responsibilities.	resources appropriate to given assignments. Leads on user/customer and group collaboration throughout all stages of work. Ensures users' needs are met consistently through each work stage. Builds appropriate and effective business relationships across the organisation and with customers, suppliers and partners. Creates and supports collaborative ways of working across group/area of responsibility. Facilitates collaboration between stakeholders who	of contexts. Engages and coordinates with subject matter experts to resolve complex issues as they relate to customer/organisational requirements. Understands the relationships between own specialism and customer/organisational requirements.	• Advises on available standards, methods, tools, applications and processes relevant to group specialism(s) and can make appropriate choices from alternatives. • Understands and evaluates the organisational impact of new technologies and digital services. • Creatively applies innovative thinking and design practices in identifying solutions that will deliver value for the benefit of the customer/stakeholder. • Clearly demonstrates impactful communication skills (oral, written and presentation) in both formal and informal settings, articulating complex ideas to broad audiences. • Learning and professional development — takes initiative to advance own	standards which others will apply

	Autonomy	Influence	Complexity	Business skills	Knowledge
		have diverse objectives.		skills and identify and manage development opportunities in area of responsibility. • Security, privacy and ethics — proactively contributes to the implementation of appropriate working practices and culture.	
6. **Initiate, influence**	Has defined authority and accountability for actions and decisions within a significant area of work, including technical, financial and quality aspects. Establishes organisational objectives and assigns responsibilities.	Influences policy and strategy formation. Initiates influential relationships with internal and external customers, suppliers and partners at senior management level, including industry leaders. Leads on collaboration with a diverse range of stakeholders across competing objectives within the organisation. Makes decisions which impact the achievement of	Contributes to the development and implementation of policy and strategy. Performs highly complex work activities covering technical, financial and quality aspects. Has deep expertise in own specialism(s) and an understanding of its impact on the broader business and wider customer/ organisation.	• Demonstrates leadership in organisational management. • Understands and communicates industry developments, and the role and impact of technology. • Manages and mitigates organisational risk. • Balances the requirements of proposals with the broader needs of the organisation. • Promotes a learning and growth culture in their area of accountability. • Leads on compliance with relevant legislation and the need for services, products and working practices to provide	Has developed business knowledge of the activities and practices of own organisation and those of suppliers, partners, competitors and clients. Promotes the application of generic and specific bodies of knowledge in own organisation. Develops executive leadership skills and broadens and deepens their industry or business knowledge.

	Autonomy	Influence	Complexity	Business skills	Knowledge
		organisational objectives and financial performance.		equal access and equal opportunity to people with diverse abilities. • Identifies and endorses opportunities to adopt new technologies and digital services. • Creatively applies a wide range of innovative and/or management principles to realise business benefits aligned to the organisational strategy. • Communicates authoritatively at all levels across the organisation to both technical and non-technical audiences articulating business objectives. • Learning and professional development — takes the initiative to advance own skills and leads the development of skills required in their area of accountability. • Security, privacy and ethics — takes a leading role in promoting and ensuring appropriate working practices	

	Autonomy	Influence	Complexity	Business skills	Knowledge
				and culture throughout own area of accountability and collectively in the organisation.	
7. **Set Strategy, inspire, mobilise**	At the highest organisational level, has authority over all aspects of a significant area of work, including policy formation and application. Is fully accountable for actions taken and decisions made, both by self and others to whom responsibilities have been assigned.	Inspires the organisation, and influences developments within the industry at the highest levels. Makes decisions critical to organisational success. Develops long-term strategic relationships with customers, partners, industry leaders and government. Collaborates with leadership stakeholders ensuring alignment to corporate vision and strategy.	Applies the highest level of leadership to the formulation and implementation of strategy. Performs extensive strategic leadership in delivering business value through vision, governance and executive management. Has a deep understanding of the industry and the implications of emerging technologies for the wider business environment.	• Has a full range of strategic management and leadership skills. • Communicates the potential impact of emerging practices and technologies on organisations and individuals and assesses the risks of using or not using such practices and technologies. • Establishes governance to address business risk. • Ensures proposals align with the strategic direction of the organisation. • Fosters a learning and growth culture across the organisation. • Assess the impact of legislation and actively promotes compliance and inclusivity. • Advances the knowledge and/or exploitation of technology within one or more organisations.	Has established a broad and deep business knowledge including the activities and practices of own organisation and a broad knowledge of those of suppliers, partners, competitors and clients. Fosters a culture to encourage the strategic application of generic and specific bodies of knowledge within their own area of influence.

	Autonomy	Influence	Complexity	Business skills	Knowledge
				• Champions creativity and innovation in driving strategy development to enable business opportunities. • Communicates persuasively and convincingly across own organisation, industry and government to audiences at all levels. • Learning and professional development — ensures that the organisation develops and mobilises the full range of required skills and capabilities. • Security, privacy and ethics — provides clear direction and strategic leadership for the implementation of working practices and culture throughout the organisation.	


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secure, managed solutions for all.